

# FACTORY ATHLETICS

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## Regional Director of Under Armour National Tryouts Full-Time; Based in Columbia Office

### Position Summary:

Do you have a passion for sports? How about helping kids gain confidence on and off the athletic field? Are you outgoing, friendly and excited about meeting new people? If the answer to all three questions is “yes”, you may be a great candidate to join our ever-expanding team of Under Armour National Tryout Regional Directors.

The Regional Director (for Baseball, Softball and/or Volleyball) serves as a member of the Under Armour National Tryout & College PREP team, working closely with the Senior Director of Under Armour National Tryouts to help introduce new families to the exciting programs offered by Factory Athletics. These programs are designed to help young athletes grow on and off the field, starting with a realistic evaluation of their skill level and continuing with our exclusive player development program. We help grow varsity players, all-state athletes and college recruits. In fact, Factory Athletics has helped more than 100,000 players earn over \$1 Billion in college scholarships over the past 22 years.

Our fast-paced and exciting environment is ideal for young adults (including former on-field athletes, and others passionate about sports) who are looking to meet aggressive enrollment goals in order to earn a comfortable lifestyle. This position requires an organized, motivated, personable and responsible individual, with a passion for sports and a strong desire to facilitate and cultivate positive relationships. Entry-level candidates are welcome, however should be able to demonstrate a strong work ethic. The job requires a minimum of 40 hours per week, but may include some nights and weekends as part of the role. It is an excellent introduction to the world of professional outreach within the sports industry, playing a critical role supporting our entire organization.

### Job Overview:

- Achieve monthly, quarterly and annual enrollment goals, based on supporting a direct mail campaign with outbound telemarketing to obtain both introductory players and nominations from high school coaches.
- Build ongoing relationships with coaches, players and all clients to ensure repeat business and assist them as they mature as athletes. Help players and coaches achieve their goals, both inside and outside of Factory Athletics programs.
- Communicate through all channels, including email, telephone and in-person, both in a registration and customer service role.
- Support the marketing, operations and financial staff as required in order to meet corporate goals as outlined by senior management.

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## Skills Required:

- One year of outbound marketing or customer service experience
- Excellent organizational skills
- Excellent verbal communications skills
- General understanding of Microsoft Office products
- Salesforce knowledge is preferred
- Strong ability to multi-task
- Excellent listening skills to meet customer's requirements and expectations

## Salary:

Inquire for details

## Additional Benefits:

- Competitive benefits package including coverage for medical, dental, vision, and life insurance
- Discounts on sponsor and partner retail products (Under Armour included)
- Corporate office equipped with workout training facility and locker rooms
- Company match for 401k program (enrollment eligibility after 1 year of service)
- Flexible vacation and personal days

## Location:

Position in Columbia, MD at Factory Athletic Headquarters

## Job Application:

To apply for this position at Factory Athletics, please submit a resume and cover letter to:

**Contact:** Brittany Wilson

**Mail:** Factory Athletics, 9212 Berger Road, Suite 200, Columbia, MD 21046

**Email:** [bwilson@factoryathletics.com](mailto:bwilson@factoryathletics.com)

**Fax:** 410.715.1975

Factory Athletics is an Equal Opportunity Employer.